

## Message Text

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ACTION ST-01

INFO OCT-01 EUR-12 ISO-00 /014 W

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R 101410Z OCT 75

FM AMEMBASSY STOCKHOLM

TO SECSTATE WASHDC 5900

UNCLAS STOCKHOLM 5166

FOR OPR/ST/TO

E.O. 11652: N/A

TAGS: ATRN, SW

SUBJECT: SHIPMENT OF HHE BY TGBL METHOD

REF: DEPARTMENT'S OM DATED SEPT. 12

1. THE EMBASSY CONSIDERS THE SERVICES OF THE ORIGIN/DESTINATION AGENT STATED IN REFERENCED OM UNSUITABLE FOR SHIPMENT OF HOUSEHOLD EFFECTS BY THROUGH BILL OF LADING METHOD FOR THE FOLLOWING REASONS:

A) FIRM WAS PREVIOUSLY USED BY EMBASSY AND SERVICES DISCONTINUED AFTER REPEATED INEXCUSABLE DELAYS AND FAILURE TO CARRY OUT WRITTEN INSTRUCTIONS IN GENERAL. (ONE SHIPMENT PRESUMABLY LOST, WAS FOUND IN COMPANY'S WAREHOUSE ONLY AFTER INSISTANCE BY EMBASSY EMPLOYEE THAT PHYSICAL CHECK BE MADE.)

B) THIS COMPANY IS NOW OWNED BY THE SWEDISH GOVERNMENT AND IS MAINLY CONCERNED WITH SHIPMENTS OF GOS AGENCIES. COMMERCIAL SERVICES TO OTHER THAN SWEDISH GOVERNMENT AGENCIES ARE HANDLED BY THIS FIRM BUT IT IS SUSPECTED THAT SINCE THE FIRM IS GOVERNMENT OWNED THAT GOS SHIPMENTS ARE ROUTINELY GIVEN PRIORITY. EMBASSY OFFICIALS HAVE RECENTLY VISITED THE FIRM AND DISCUSSED OUR RELUCTANCE TO UTILIZE THEIR PACKING AND SHIPPING SERVICES BASED ON PAST EXPERIENCES. THE MANAGER COULD GIVE NO ASSURANCE THAT PAST DEFICIENCIES HAVE BEEN RECTIFIED. ON THE CONTRARY, HE ADMITTED THAT THE PRESENT STAFF WAS INADEQUATE TO MEET EVEN CURRENT DEMANDS WHICH IS PROBABLY THE REASON NO REPRESENTATIVE HAS VISITED THE EMBASSY IN SEVERAL YEARS TO SOLICIT OUR BUSINESS.

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C) THE EMBASSY PRESENTLY UTILIZES THE SERVICES OF KUNGSHOLMS EXPRESS AB AND GOSTA HORGREN AB WHICH ARE THE ONLY TWO COMPANIES IN STOCKHOLM WITH FACILITIES AND CAPACITY TO HANDLE INTERNATIONAL MOVING AND STORAGE (EXCEPT SUBJECT COMPANY). THE EMBASSY IS OBTAINING SERVICES FROM THE LOCAL MOVING COMPANIES ON AN INDIVIDUAL SHIPMENT PACK AND CRATE BASIS. THIS ALLOWS THE EMBASSY TO TAKE MAXIMUM ADVANTAGE OF EXISTING COMPETITION, BOTH WITH REGARDS TO COSTS AND QUALITY OF SERVICES. THIS WAY THE EMBASSY OBTAINS A COST LEVEL WHICH IN MOST INSTANCES IS CONSIDERABLY BELOW THE ESTABLISHED LOCAL RATES. IN ADDITION, STEAMSHIP CONTAINERS ARE AVAILABLE FOR SHIPMENTS TO THE U.S. AND U.S. FLAG OCEAN CARRIERS OFFER OCEAN FREIGHT RATES WHICH ARE APPROXIMATELY HALF OF THE COMMERCIAL CONFERENCE RATES. THE PACK AND CRATE METHOD AS IMPLEMENTED BY THIS POST RESULTS IN ONE CONSOLIDATED BILL FROM THE LOCAL MOVING COMPANY, COVERING ALL CHARGES FROM RESIDENCE TO ARRIVAL U.S. PORT. IT IS REALIZED THAT THE THROUGH BILL OF LADING SERVICE IN SOME INSTANCES MAY RESULT IN OVERALL LOWER COSTS, ESPECIALLY WHEN CONTAINERIZATION CANNOT BE UTILIZED. HOWEVER, IN THE PAST MOST OF THE TGBL SHIPMENTS RECEIVED AT THIS POST HAVE SUSTAINED EXTENSIVE DAMAGES IN TRANSIT DUE TO INFERIOR STANDARD OF PACKING AND STOWING.

2. IN SUMMARY, THE EMBASSY IS COMPLETELY SATISFIED WITH THE METHOD PRESENTLY USED FOR SHIPMENTS BETWEEN THIS POST AND WASHINGTON DC AREA AND DOES NOT, AT THIS TIME, RECOMMEND THAT A CONTRACT BE AWARDED TO SUBJECT CARRIER.  
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